

BIG NAVY URGED BY JUDGE GARY IN VIVID TALK

(Continued from page one)

ters, every opportunity is offered; and for thrills and surprises, for the study of Nature in its various forms and aspects, the student, curious and inquisitive or sincere in the effort to be of service to mankind, may here find permanent and satisfactory employment. An overruling Providence set the machinery of creation in motion for the purpose of establishing for the habitation of human kind, unique in many respects and susceptible of development and production far greater than the anticipation or the imagination of the most sanguine of the present generation. There are presented for consideration by the citizens of these islands questions most important and difficult and of intense interest, moral, social and political; and with the opportunity to secure individual advancement and success there is a corresponding responsibility that will weigh upon the minds of the most thoughtful and serious until the problems of life as they affect this favored and, by Nature, isolated spot, are solved to the satisfaction of all concerned. One who comes here for the first time is soon impressed with the feeling that the most intelligent and reasonable consideration to the wants and necessities and obligations of all the inhabitants of the islands is being given by the citizens who are to be held responsible for their future destiny.

Fundamental to the progress and prosperity of the residents of the islands are questions which are economic. The welfare of a people depends first of all upon opportunity to supply the actual necessities of life although during recent years we have not infrequently been urged to believe that these were of secondary consideration.

Those who are possessed of means to furnish for themselves food and shelter and shelter whether they are private citizens or public officials in charge and control of legislation or administration, are sometimes quite indifferent to the distress and suffering of others who are less fortunate.

With a persistent, intelligent and determined effort to utilize all the advantages which Nature has bestowed it seems apparent that the productive capacity of the islands can be greatly increased with enlarged diversity of products and a wise conservation and use of resources, protection of that which is good and elimination of that which is bad, these lands, created from the bowels of the earth, by a guiding hand, that controlled and directed the most destructive agencies of Nature, will furnish increased and increasing quantities of the commodities which are essential to satisfy the necessities and tastes of multitudes who are able and anxious to buy. Soil, which by proper treatment, is capable of affording regularly a diversity of vegetation which is necessary and useful, is a mine of continual and perpetual wealth that should insure uninterrupted prosperity. This you have and these results you are striving for.

Unfortunately there has been during the past few years, in the controlling influence of the United States a spirit of indifference if not antagonism to the pecuniary interests of business activities. It is not necessary at this time to refer to facts which would tend to show that this attitude has been partly the fault of business men but still more the fault of others. It is sufficient now to say that there appears to be a perceptible change in sentiment throughout the country toward business, toward legitimate thrift and enterprise, a realization by the masses of the people, who control, sooner or later, the action and disposition of a nation, that in the main the people, as a whole, benefit or prosper; that to destroy or attack a single industry adversely affects other industries; that all enterprise and economic effort are in a sense connected; that unreasonable opposition to progress or effort to unreasonably progress are alike reprehensible.

This changing and changed sentiment may not be as pronounced as some of us would like but it seems to me noticeable and significant. There has been an improvement in business methods by those in charge and also in treatment of business enterprise by governmental agencies. Neither will commit suicide by an intentional disregard of public sentiment.

There has been a disposition of indifference manifested toward these islands by various branches of the United States government. It is impossible to form a comprehensive and just conception of the requirements or claims of a people without opportunity of close contact, full information and close study; and the remoteness of the islands from the seat of national government and the limited distribution of facts has made it impracticable in the past to fully realize what legislation or administration is necessary to adequately and properly protect the interests of those who are directly connected.

But the representatives of the national government and others are becoming acquainted with the facts; they realize that in many respects these islands are and will continue to be one of the most important of our possessions; and, what some times seems difficult to comprehend, in the administration of public affairs, they realize that as the islands are protected and their prosperity increased, to a corresponding degree the whole United States will be benefited.

By the visit of congressional delegations and of numerous officials, of educational leaders, agricultural instructors, the maintenance of military headquarters and other governmental departments there will hereafter be

no lack of competent and fair-minded witnesses to testify to the value and the necessity of these islands as one of the possessions, and in fact, let us hope, one of the states of our nation.

One of the subjects that commands the attention of the National Congress is the establishment and maintenance here of an adequate military force. We have during the past few months been forced to a full realization of the necessity of being prepared to protect our country by force; that, while we desire above everything else peace and friendship and cordial, intimate relations with all other nations, we know these cannot be maintained unless we are fully prepared to protect ourselves against unjust and unwarranted attack. With a high sense of justice and equity and moral obligation, with a disposition to accord to all others an equal opportunity with ourselves to reap the benefit of the world's advantages, we cannot be certain in this age of human weakness, of selfishness, of greed and the infirmities of jealous suspicion, that we shall not be imposed upon and perhaps destroyed unless we are prepared with the argument of force in the last extremity. The nation is aroused on this subject. The organizations for the promotion of peace, who have sometimes appeared to believe they held a monopoly of the principle, are now generally impressed with the notion that the United States should have a navy in size and equipment as compared with other nations in the same proportion that its wealth and resources bear to other nations respectively. This means that we should establish and maintain the largest and best single navy in the world. And it seems also to be the consensus of opinion that we should have an army, not continuously in the field and ready for war, yet easy of organization, complete preparation and mobilization, many times larger than our present army. These will increase the amount of annual expenditures, but they are necessary and they are true economy for they compel peace and they add to our material strength by the protection of our property and our commerce. Our public officials can and should economize in many other directions sufficiently to more than equal the increased outlays for the army and navy.

There is perhaps no other point where the maintenance of a strong and effective armed force is more necessary than the Hawaiian Islands. It must be strong enough to protect itself and the surrounding seas. It must act as a "buffer" for the whole western shores of the mainland of the United States. In case of serious trouble with another nation, which would forbid an army and navy located here would prove of incalculable value and benefit.

The work that is being done here, the investigations that are being made, the declarations of those in authority all indicate that what has been said is in accord with the trend of events.

My utterances on this occasion are not intended to be in opposition to what I have heretofore urged in favor of an international court of arbitration, composed of all the nations, for the consideration and determination of all international questions and the enforcement of its decrees by the nations not directly interested in the particular question at issue. If any nation or two nations are to have the dominant power to control the seas of the earth, there is no need for such to have a court of arbitration. The international equilibrium of nations must be maintained and so long as one nation is possessed of potential physical power there must be lodged in other nations sufficient power to neutralize and to afford proper protection to all nations great or small.

If the possibilities suggested, or some of them, seem Utopian, or too far ahead of the times, it is sufficient to say that in any event we should and we must, be prepared on all occasions and in every emergency to stand for the rights and the principles of our country. We will undoubtedly but persistently strive to succeed in every worthy cause. Americans will be selfish in seeking to obtain what they are entitled to but they will be reasonable and just and conscientious.

Perhaps the most important question that occupies the minds of the people of the Hawaiian Islands relates to the national tariff laws; and it is not confined to this locality. It is delicate, if not difficult, for there are conflicting views and, as some believe and advocate, conflicting interests. The question is economic and not political; though different political parties have sought to make it a leading part of their platforms. Outside of the effort to produce revenue which is a feature involving too many points for consideration in a brief discussion, the thing sought to be discovered and utilized by the good citizen is how to provide the greatest good to the greatest number. In case of difference in argument on one side is the viewpoint of the producer and on the other side of the consumer. The first includes the capitalist who risks his fortune and devotes his time and skill and energy to a given enterprise and the laborer who gives his strength, physical and mental. One is entitled to a fair return on his investment, taking into consideration the interest rates for money and the risk assumed by reason of the vicissitudes of business and weather conditions, the wear and tear of buildings and machinery and the rapid, sudden and material changes in methods and instruments. The other is entitled to fair and reasonable wages and treatment considering all the conditions which apply. Neither can satisfactorily succeed unless the other receives fair and honest treatment. If either one is harsh and unreasonable in his treatment of the other, both suffer and lose. Each of these interests is entitled to fair, full, adequate protection from the United States government, taking into account cost of production, quality, certainty or uncertainty of regularity, climate, diversity or lack of diversity, markets and market conditions, means or lack of means and cost of transportation and every other element that bears upon the question of competition by one producing locality with every other

GEORGE E. PILTZ, MASTER OF MANY SHIPS, IS DEAD

Worked His Way Up From Deck to Captain's Bridge in Twenty Years' Time

Hawaii lost one of the best known sea captains of the mid-Pacific waters this morning through the death of George E. Piltz, Jr., for many years a captain on inter-island boats and on Libby, McNeill & Libby vessels, and lately mate on the cable ship Flaurance Ward. Captain Piltz died at Queen's hospital at 5:05 o'clock of typhoid fever.

By dint of perseverance and study, George E. Piltz, Jr., worked his way up the ladder from the deck to the captain's bridge. It was about 20 years ago that he first shipped on an inter-island vessel as an apprentice seaman, and from that time on his progress was marked by step up the ladder until today his name is known by nearly every seafaring man familiar with the port. He was 37 years old and leaves a widow and four children.

A few nights before the city charter election, July 6, one of the candidates in the district where the deceased resided, a few miles beyond Kalihi, gave a luncheon and Mr. Piltz was a guest. A day or two later he was taken to bed with typhoid fever and last Monday was taken to Queen's hospital for treatment.

In 1906 he shipped as mate on the inter-island steamer Claudine and later he was made master of the Mikahala of the same fleet. He was transferred later to the Tualani with the same office and left the inter-island service in 1913 when the captain of that line went out on a strike. A few months later he was given the Komokila of the Libby, McNeill & Libby company and remained master of that ship until three months ago when he resigned to be mate on the Flaurance Ward.

His father, George E. Piltz, Sr., is on Maui and he was notified of his son's death by wireless this morning. A cousin, Captain George H. Piltz, is on board the Lurline, which docks tomorrow morning and he also was notified by wireless today. Funeral arrangements will be announced later.

FIND EVIDENCE OF DEADLY DUEL BY SUBMARINES

(Associated Press by Federal Wireless)
TURIN.—Divers operating for the recovery of the Italian submarine Medusa in the Adriatic have discovered another submarine, evidently Austrian, nearby on the bottom. It is evident that both were sunk in a submarine duel.

FISH AS BRAIN FOOD.

The two vacationers had fished an hour without a nibble to reward them. "At a time like this," said the first man, "old Isaac Walton would have indulged in philosophy. Have you anything philosophical on your mind you might work off just now to relieve the monotony?"

"Nothing but this," replied the other man. "I suppose it is by refusing to bite and compelling fishermen to philosophize that fish get the reputation of being brain food."

locality in the contest for a share of the trade throughout the world. A tariff law that fails to recognize these principles, that furnishes less than protection to reasonable returns for capital and labor, that leaves the producers of a single location at a disadvantage in normal times and under normal conditions, in its competition with other localities, is unwise, unfair and un-American. It is believed a large majority of the citizens of this country are firmly convinced of the soundness of these claims as they have been stated.

The other side is that of the consumer. When protection goes beyond necessity; when the amount of the tariff is more than sufficient to enable producers to receive just and adequate returns, taking into consideration all the facts that have a bearing, then opportunity is given to oppress the consumer, to demand more than reasonable returns. In such cases some and perhaps many are influenced by motives of selfishness and cupidity. A feeling of dissatisfaction and antagonism is created and this leads to agitation for legislation that goes too far and brings about a commercial contest that is destructive, and then a depression and panic; and consequently both producer and consumer and all others suffer.

We have seen both extremes in legislation and alternating conditions of prosperity and adversity depending largely upon this question of tariff. It is not necessary to be specific nor to refer to periods. Those who are listening are familiar with the facts and particularly with the varying conditions. Indeed, there is just at this time widespread opinions in regard to many of the features relating to American tariff laws that have sometimes been made to appear obscure and difficult of comprehension.

TRY MURINE EYE REMEDY
For Red, Watery Eyes and
GRANULATED EYELIDS
Murine doesn't smart— Soothes Eye Pain

Organized Advertising As a Business Force

By WILLIAM WOODHEAD.
(President, Associated Advertising Clubs of the World.)

It is estimated that over \$600,000,000 was invested in advertising of various kinds in this country last year. This is absolute and final proof, not only of its marvelous growth, but of the wonderful results achieved.

Gerald Stanley Lee, author of that very remarkable and worth-while book, "Crowds," says:

"Success in business in the last analysis turns upon touching the imagination of crowds. The reasons why preachers in this present generation are less successful in getting people to want goodness, than businessmen are in getting them to want motor cars, hats and pianolas, is that businessmen as a class are closer and more desperate students of human nature, and have bowed down harder to the art of touching the imagination of crowds." That is what advertising does—it touches the imagination of crowds, and that is why successful advertising is dependent on a knowledge of human nature.

The time has passed for giving serious consideration to the man who does not believe in advertising. Advertising is as much a part of today's life as the telephone, the trolley car or the automobile. There is nothing magical or mysterious about it, and the greatest advertising successes have been due to the plain use of common sense applied with a knowledge of human nature, with the resulting creation of desire—the art of touching the imagination of crowds.

Why is it that advertising has become such a powerful factor in the business life of today? Why is it that it stands on a much higher plane than it did a few years ago? Because in its early days advertising was unworthy used in the promotion of every sort of fraud, and people looked askance upon everything that was advertised. But nowadays it has acquired a new dignity and new strength, and the better publishers and better agencies are to strike hard.

The Associated Advertising Clubs of the World has taken as its slogan, its motto, "Truth in Advertising," honestly, believably advertising, not merely because it is a great moral preachment, but because it represents good, sound business—common sense business.

There was never a time when so many persons were trying in so many ways to make things better and this desire for better things means much to the man in business. No business ever amounted to anything until some man back of it established an ideal and set out to obtain it. And that is the truth about this Associated Advertising Clubs—it did not amount to a hill of beans until some man established an ideal and set out to obtain it. And we are obtaining it because we have gained the respect, the confidence and the cooperation of the public of the leading newspapers and of all the men who believe in better and more effective advertising; and when we reach Chicago June 20, we will show a tremendous advance all along the line. We will have the biggest and greatest convention of advertising men ever held in the world. There will be not less than 10,000 men here from all parts of the country, and a few, in spite of the war, from foreign countries. This convention will be the most important because we have reached another climax in the development of our country and our business. Now is the time to strike and to strike hard.

WEEKLY PRODUCE REPORT

By A. T. LONGLEY, Marketing Superintendent.

WEEK ENDING JULY 22, 1915.

HONOLULU WHOLESALE PRODUCE MARKET QUOTATIONS.

Issued by the Territorial Marketing Division.

Wholesale only.

BUTTER AND EGGS.

Eggs scarce. Demand good.
Island tub butter, lb. 28 to 29
Fresh island eggs, doz. 46
Duck eggs, doz. 30

POULTRY.

Demand good for fat young poultry.
Broilers, fat, 2 to 3 lbs. 32 to 35
Young roosters, lb. 30 to 35
Hens, good condition, lb. 25
Turkeys, lb. 35
Ducks, Muscovy, lb. 25 to 30
Ducks, Pekin, lb. 25 to 30
Ducks, Hawaiian, doz. 5.00

VEGETABLES AND PRODUCE.

Beans, string, green, lb. 3 to 4
Beans, string, wax, lb. 3 to 5
Beans, Lima, in pod, lb. 3 1/2
Beans, Dry
Mati Red, cwt. none in market
Calico, cwt. 4.00
Small white, cwt. 5.00
Peas, dried, cwt. 3.75
Béets, doz. bunches 30
Cabbage, bag 1.25
Carrots, doz. bunches 40
Corn, sweet, 100 ears 1.50 to 2.00
Corn, Haw. small yellow, none in mkt.
Corn, Haw., large yellow, none in mkt.

Peanuts, small, lb. 4 1/2
Peanuts, large, lb. 4
Onions, Bermuda, lb. 1 to 2
Green peppers, bell, lb. 3
Green peppers, chili, lb. 2 1/2
Potatoes, Irish, new, lb. 1 1/2 to 1 3/4
Potatoes, sweet, cwt. 85 to 1.00
Taro, wet land, 100 lbs. 1.00
Taro, bunch 15
Tomatoes, lb. 4
Green peas, lb. 8 to 10
Cucumbers, doz. 20 to 35
Pumpkins, lb. 1 to 1 1/2

FRUITS.

Alligator pears, doz. 25 to 1.00
Bananas, Chinese, bunch. 20 to 50
Bananas, cooking, bunch. 75 to 1.00
Breadfruit None in market
Figs, 10085
Grapes, Isabella, lb. 10
Oranges, Hawaiian None in market
Limes, 100, scarce 75 to 1.00

LIVESTOCK.

Beef, cattle and sheep are not bought at live weights. They are taken by the meat companies dressed and paid for by dressed weight.

Hogs, up to 150 lbs., lb. 11 1/2 to 12
Hogs, 150 lbs. and over 11 to 11 1/2

DRESSED MEATS.

Beef, lb. 11 to 12
Veal, lb. 12 to 13
Mutton, lb. 11 to 12
Pork, lb. 15 to 19

HIDES, Wet-salted.

Steers, No. 1, lb. 14 1/2
Steers, No. 2, lb. 13 1/2
Sheep skins, each 10 to 20
Goat skins, white, each 10 to 30
Kips, lb. 14 1/2

The following are quotations on feed, f. o. b. Honolulu.
Corn, small yellow, ton. 41.00 to 42.00
Corn, large yellow, ton. 40.50 to 41.00
Corn, cracked, ton. 41.50 to 42.00
Barley, ton. 29.00 to 30.00
Bran, ton. 24.00 to 25.00
Scratch food, ton. 44.00 to 45.00

Oats, ton. 37.00 to 38.00
Wheat, ton. 42.00 to 43.00
Middlings, ton. 38.00 to 39.00
Hay, wheat, ton. 24.00 to 25.00
Hay, alfalfa, ton. 23.50 to 24.00
Alfalfa meal, ton. 22.50 to 23.00

"Are you going to the musical at the Robinsons' tonight?" "I don't know. Are they going to have music or is Josephine going to sing?"—Louisville Courier.

FIRE-PROOF STORAGE

WE STORE EVERYTHING.
JAMES H. LOVE

CITY TRANSFER COMPANY
PHONE 1281

CASTLE WHERE DANTE VISITED DAMAGED BY WAR

[Associated Press]

ROME, Italy.—The castle of Duino, set on fire during the bombardment of Monfalcone, near Trieste, by the Italians, was a most interesting survival of medieval times. Situated on a cliff rising sheer from the sea it was constructed in the 15th century.

Italians have a sentimental interest in the fortress as Dante was guest there after his exile from Florence, tradition showing, even at the present day, a "Seat of Dante" where he used to sit for hours contemplating the "divine smile of the Adria." It now belongs to the princes of Hohenlohe of the Duino branch and was some years ago sumptuously furnished and contained several works of art of great value. Victor Hugo in his "Tollers of the Sea" pictures Franklin as studying the phenomena of the electric spark at Duino.

Although set on fire through the fortunes of war it is hoped that the castle is really not much damaged.

VESSELS TO AND FROM THE ISLANDS

(Special Wireless to Merchants' Exchange.)

Monday, July 26.
SAN FRANCISCO—Arrived, July 25: S. S. Atlas, from Honolulu, July 17. AHUKINI—Sailed, July 19: Schr. Taurus, for Grays Harbor.

Old Lady (meeting two little boys)—"Why, Johnnie, how very dirty you are! How is it that your little brother is so much cleaner than you are?" Johnnie—"Well, you see, he's three years younger."

Conversation on a country road: "What makes you sit up there and too the horn?" "Charley told me to," replied the fair one, "so I won't hear the things he says while he's fixing the machine."

Love's Bakery

RE-TIRE AND SUPPLY CO.

GUARANTEE
SATISFACTION
Corner Nuuanu and Pauahi Sts.



Our Yoshino Crepe

Checked or Striped
will make a neat and
cool dress for Summer Wear.

Price 30c per yd.

Japanese Bazaar

Judge—"You are privileged to challenge any member of the jury now being impaneled."
"O'Shaunessy—"Well, then, yer honor, O'll fight the schmall mon wild wan eye, in the corner there, fer mist yez."—Woman's Home Companion.

President Wilson says:—

"If a man does not provide for his children, if he does not provide for all who are dependent upon him and if he has not that vision of conditions to come and that care for the days that have not yet dawned, which we sum up in the whole idea of thrift and saving, then he has not opened his eyes to any adequate conception of human life. We are in this world to provide not for ourselves alone, but for others and that is the basis of economy. So that economy and everything which ministers to economy supplies the foundations of national life."

BISHOP & CO. Savings Department.

PHONE 2295 REACHES Hustace-Peck Co., Ltd.

ALL KINDS OF ROCK AND SAND FOR CONCRETE WORK
FIREWOOD AND COAL
98 QUEEN STREET P. O. BOX 212

Clear Your Complexion

BY USING

POMPEIAN MASSAGE CREAM

Pompeian Massage Cream is rubbed into the skin and by massaging is rubbed out again, bringing all the dust with it and leaving the skin soft, clean and wholesome. Its use brings rosy blood to sallow cheeks by stimulating the circulation.

Three Sizes: 50 cents, 75 cents, \$1.00.

Pompeian Massage Cream is Universally Used by Men and Women

Three Sizes: 50 cents, 75 cents and \$1.00

Sold by

Benson, Smith & Co., Ltd.,

THE REXALL STORE

Fort and Hotel Sts.

Phone 1297

Open until 11:15 p. m.